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**SPECIAL FEATURE--"Breed or Feed; Which?"**

**The  
Industrious Hen**

An Illustrated Monthly Magazine  
Devoted to Practical Poultry Culture

**Volume 1.**

**SEPTEMBER 1904.**

**Number 4.**



**The Industrious Hen Company  
Madisonville, Tennessee.**

**FOR OCTOBER--"The Industrious Hen"**  
**H. E. BRANCH, MISSOURI.**

## STANDARD OF PERFECTION

REVISED AND  
ILLUSTRATED



PUBLISHED BY  
AMERICAN  
POULTRY  
ASSOCIATION

The new revised and illustrated Standard will be ready for delivery about October 1st. No poultryman can afford to be without this book. Get a copy and learn to mate your birds intelligently. Follow in the footsteps of those who have made success doubly sure by knowing what they were doing. Abandon haphazard work and breed your fowls intelligently. The price of the book is \$1.50 and can be secured from this office. Send in your order early and we will include a year's subscription to THE INDUSTRIOUS HEN.

## Cockerels! Cockerels! Cockerels!

100 early hatched S. C. B. Leghorns. They are beauties. A better lot can not be seen anywhere. If taken at once I will sell some fine birds at \$1.00 each. SATISFACTION GUARANTEED.

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ARE WILBER'S GEM STRAIN,

SINGLE COMB WHITE LEGHORNS acknowledged the heaviest laying exhibition strain in the world.

NONE BETTER

Birds that will win in the largest and leading shows of the world after September first with 1000 beautiful youngsters to select from; stock and eggs of high quality in all seasons at live and let live prices. Limited number good to extra choice breeders to spare now at low prices to make room. Handsome instructive 30 page catalog for asking, or write your wants.

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Eggs, \$1.00 per 15.

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17 firsts, 17 seconds, 23 thirds, 10 fourths. Gold Medal and Silver Cup.

W. B. ALEXANDER,

CHARLOTTE, N. C.

## ❖ ❖ ❖ SINGLE COMB RHODE ISLAND REDS ❖ ❖ ❖

of highest exhibition type, and finest strains in America. Females averaged 96 eggs from Jan. 1st. to June 1st. Reds are the hardiest, most active, beautiful and profitable of the general-purpose fowls and are peculiarly suited to conditions met with on Southern farms.

## SINGLE COMB BUFF LEGHORNS.

Females last year averaged over 210 eggs. All young stock were hatched from a pen made up of 1st. prize Boston cockerel mated to progeny of New York winners.

A few trios, pairs and single males for sale at reasonable prices after Sept. 1. It will pay you to write for particulars.

Dr. J. H. C. Winston,  
Hampden-Sidney, Va.

# The Industrious Hen

Volume 1.

SEPTEMBER, 1904.

Number 4.

## Paragraphic Pointers

Short Texts  
for the Hurried

Support the poultry press by your subscriptions and advertising.

Do not be content with fair success when complete success is within your reach.

Many a farmer would do better if he plowed less acres and raised more chickens.

A mixed flock of fowls is a delusion and a snare. Keep the breeds distinct.

Now is the time to avoid some bad diseases by proper preparation for the winter months.

Some people persistently maintain that poultry doesn't pay in spite of the fact that their neighbors are making the business profitable.

When a farmer says he would like to keep poultry if he had a good place for them, he simply means he is not sufficiently interested to make a place for them.

Why can't some one infuse a little common sense into the farmer on chicken management? Why can't they realize that a hen wants a balanced ration? That she is entitled to a few laws of hygiene? That she will pay for a little intelligent care as well as a cow or hog?

## Our Guarantee.

TO OUR SUBSCRIBERS:  
The advertisers of THE INDUSTRIOUS HEN are guaranteed. Should any of them be proven to be swindlers, THE INDUSTRIOUS HEN will make good to the subscriber the amount lost. We do not guarantee the fertility of eggs nor that men in good standing shall agree in their opinions. In ordering stock from our advertisers notify them that you saw the advertisement in our journal and keep a copy of your correspondence. Should you be faked we will promptly take the stock off your hands and make good to you your investment and not only drop the advertiser but notify the fraternity why we have discontinued his advertising.

This is no catch-penny scheme but we mean just what we say: Prove any of our advertisers fraudulent and get your money back.

Did you ever notice that there is usually a well-cared for flock of poultry on a paying farm? Is there any connection between these two facts?

Hasten the moulting by suitable feeding during its continuance, and the hens will then sooner be able to devote their vital force to the production of eggs.

To keep the natural color of the legs, dress them occasionally with the following compound: 3 ozs. sweet oil; 1 oz. sulphur; 10 drops carbolic acid. Shake well before using.

No farm, county or state is producing poultry to its full extent. There is no reason why we should not make the supply equal to the demand and keep our money at home.

Keep your poultry houses so clean that you can visit them at any time and stay a half hour, if need be, without being anxious for your smelling salts or being obliged to succumb to the lice.

Wheat contains a larger per cent. of albumen than any other grain, and for this reason it is one of the best grains to feed for egg production. It should not, however, be made an exclusive ration.

# Breed or Feed? Which?

J. L. HUNTER.

While there are many important questions that are presented to the practical poultryman—the breeds of cattle for certain purposes and uses certain feeds to into the business for keeps—it seems to us that there is none that has any more value than the breed was selected. If one asked at the beginning of this article. To make the business profitable, to get out of it all these things and more depend upon a satisfactory solution of our first question.

we would performe we would be scorched. The farmer believes in certain lines he had in view when the great butter producers and all his supply of succulent food that can lieve there is in it, to prosecute it successfully, how he can do it all these things and more depend after beef he has exercised same care in his selection and his feeding is radically different. He

you will neglect them. It must then be a breed of your choice. One will find the profit in one breed and another will find it in some other. Each will have his or her own pet variety and will lord its praises far and wide. This is evidenced by the claims made for the various breeds by their admirers and is shown by the character of their advertising. They succeed with these breeds because they are fond of them. You may not because you do not care for them. Let me illustrate this thought. A friend visits your farm and in your enthusiasm you take him to see your birds. They are in the pink of condition and to you they are beauties and you expatiate on this one's show record and that one's comb and on the evenness of their color, etc. Finally your friend asks if they are better than any other chicken, do they lay more eggs, do they require more attention than other fowls. You find he is becoming interested and you at once launch out in praise of the sweetness of their flesh, their great egg producing powers, their hardiness and in every way seek to impress your friend with the idea that they are the one and only chickens to handle for profit. You have been honest with him for they are so to you and in your hands because of the fact of your love for them. He concludes he will give them a trial. Now bear in mind that his one idea is to reap a profit from these chickens. He takes them home and after looking at them away from the charm of your words he comes to the conclusion that they are not so much better to look at than plenty of other chickens he has seen

The question is almost as old as the poultry industry and has been thrashed over by nearly every writer on poultry topics and by each man that had a special breed or feed to place upon the market. Each writer has had facts and figures to establish that theory they could possibly conjure up. I do not arrogate to myself sufficient wisdom to profess to have solved the problem, not even enough to intelligently direct their efforts. Yet I venture to say some things that may perchance be of benefit to the other fellow.

The question naturally arises: Is there a real general purpose fowl, one that will meet all requirements, one that will not only give results in the hands of

poultrymen, but in the hands of the novice and under all conditions? To answer this with any degree of accuracy I must say that the best general purpose fowl for any one is that of the Brahma, nor are not in love with the feathered legs of the lordly Brahma, nor yet wish the exquisite feathering of the Silver Laced Wyandottes, nor the aristocratic carriage of the Leghorns or Minorcas you will not find either of them adapted to your needs, simply because

in fact he doesn't think they are so handsome as neighbor Blank's, but you have told him they were world beaters and he resolves he will see. For a while he looks after them but as the profit does not roll up as fast as he anticipated he either turns them away to try others or else puts you down as a—what shall I say? The trouble has not been with you but with himself. He had no love, no fancy for the breed and it soon palled on him and was in consequence neglected. No breed will produce a profit in the hands of a man who does not admire it either for its plumage or its usefulness. An admiration that will show itself in proper attention to the fowls. Some then will succeed with one breed, some with another and neither will succeed unless there is strict attention payed to the rations of the chickens.

The finest butter cow in the finest dairy herd in all the land would soon be no better as a producer than the veriest old brindle if she were left to herself, and forced to get her living from an old sage field, with nothing to produce butter fat from. The best short horn or any other breed of beef cattle would not make beef fit for a back street soup house if forced to grow its flesh and fat from nothing but its owners desire to get the almighty dollar for it. The champion porkers of the world would degenerate into the old time razor backs of a quarter of a century ago and the best pure bred chicken of this age would soon establish a reputation as a non-producer. This is in evidence when we realize that the average farmer's hen does not lay over 65 eggs a year while the hens of the real breeder of poultry will average from 150 to 200 eggs a year. The one has possessed himself of pure breeds and having invested good hard dollars in them he exercises his business feed.

judgement and takes proper care of his investment in order that he may get the greatest amount of gain upon it. He takes care of his flock. He does not think a hen can give him eggs with nothing out of which to create the egg any more than he would expect an engine to run without steam. The general run of farmers may take the same breed and they will fail with it, not because the breed is not a good one but because they neglect it. What is the result? They either cross breeds or else say that the man who has sold the pure stock to them misrepresented the qualities of the fowls. Pure bred stock will do well where any other will, and will give a greater per cent. of profit, but no stock will yield the best there is in it unless properly attended to and by proper attention we mean suitable housing and sufficient feed.

What the feed ration shall be is not so easily determined, for one man will have fine results from the use of certain grains and the other from something else. Common sense would teach us that if we are feeding for eggs then we need a food rich in albumen and if for flesh then a food full of fat producing qualities. It would go further and show us that we must give our fowls what they can assimilate easily and what they are naturally fond of, the grains, grasses, meat, etc., and that we must give it in such liberal supply that they will not have to convert all that we feed them into sustaining life.

To sum it all up my belief is that any of the standard varieties can be handled profitably by those who will give proper attention to the feeding and yet none of them can be so handled by those who neglect the item of

## OUR FRIENDS.

W. S. Davis, Charlotte, N. C: "Best wishes of the biggest (in a way) of poultry cranks living. Success to you."

Wilber Bros., Petros, Tenn., write:—"THE INDUSTRIOUS HEN though in its infancy, is all right as an advertising medium."

W. B. Alexander, Charlotte, N. C: "THE INDUSTRIOUS HEN though in its infancy, is bright and interesting. It looks like success as it should be."

American Poultry Advocate: "THE INDUSTRIOUS HEN, Madisonville, Tenn., is another new arrival from the South, devoted entirely to poultry. 50 cents per year. This paper deserves the hearty support of our southern breeders, and we wish it success."

"The August HEN is on hand, and she's a daisy. She sings her morning lay, flies high, cackles to drive a thriving enterprise, and, in her Sunday attire, if properly bred and managed, will be queen regent at Madison Square or anywhere else. While a beauty externally, her attire is chaste and modest, and the X-ray of intelligence applied to her internal viscera, proclaims the fact that she is full of stamina and utility. Taken from start to finish, scored by practical common sense, she is good externally and internally. Every organ (article) is vigorous, practical and will prove helpful and useful to those who foster her. Don't tonic her up with hot air condiments, but continue to give her a well-balanced ration of healthy, well-selected mental pabulum that will invigorate her with great future utility. Dr. Winston's article is especially valuable and timely. Editorials are good and to the point. Keep up the pace."—H. E. Branch, Missouri.

# THE INDUSTRIOUS HEN.

## **The Industrious Hen**

Devoted to Poultry.

Entered at the Post Office at Madisonville, Tennessee, as second-class mail matter.

REESE V. HICKS, - - - Publisher.

PUBLISHED ON THE 15TH. OF EACH MONTH AT MADISONVILLE, TENNESSEE.

SUBSCRIPTION PRICE 50c YEAR.  
See special Club Rate in this issue.

### ADVERTISING RATES:

Display rates made known on application.

BREEDERS' PLAIN CARDS will be run at the rate of one cent per word each insertion. Numbers and initials count as words. No card taken for less than 25c

**September, 1904.**

There are many and pertinent reasons why the farmer should engage in the poultry business. On every farm in the land there is a great deal of waste—shattered corn, wheat screenings, clover-heads, turnips, potatoes and cabbage, besides the vast quantities of seeds that never enter into account and the great amount of waste in harvesting every crop. This the industrious hen will turn into ready money in the shape of eggs and chickens.

The majority of our farmers depend upon the sale of crops—twice a year—for all of their cash. Now with intelligent management poultry can be made to produce a cash income every week in the year. The hens will lose about two months in the year, during the moult, from actual business. While the hen is thus renewing her coat of feathers and getting into condition for her winter's work. The early hatched pullets should be laying and the fat frays should be going to market.

The returns from the capital invested are in excess of those of any other department of agriculture. This truth has been amply demonstrated time and

again and any careful observer the exclusion of the proper grains. Lines of quick transportation, reasonable freight rates unlike any other piece of property, will, when she has passed the stage of her usefulness as an egg producer, pay for herself as meat for either the home table or on the market.

No richer compost can be had for either vegetable gardens or orchards than the droppings from the hen-house. If the fowls are allowed the run of the orchard they not only materially enrich the soil by the even distribution of their droppings but they enhance the value of the orchard by destroying very much of the insect life that will prey upon our fruits.

Cereals and fruits can only be grown in certain sections to any advantage while poultry can be raised for table use or as layers of eggs in all parts of the country. Abandoned or worn out farms, rocky hill-sides, anywhere that a house can be built they can be made to pay not only in themselves but if their droppings are systematically saved and judiciously used even the abandoned farm may be made to blossom as the rose. Try it my farmer friend and see.

No section presents to the "down to date" poultryman any better opportunities for success in his vocation than does the South. There is a constant and increasing demand for well fat-ted fowls and strictly fresh eggs, and the Fancy will receive an impetus through the fall and winter that shows already planned. The dates for these shows will be found elsewhere in this journal.

To those engaged in the business who, on account of climatic or other conditions, are contemplating a change of locality, the South has among others the following notable claims to your consideration: Unsurpassed climate—in fact too many of our breeders depend on climate to

and good markets. Lands are cheap and can be purchased on easy terms. Buildings can be erected at from one-fourth to one-half the cost in the north or

west. There is no necessity for a double walled or roofed house, and there are but few days that fowls cannot spend out of doors. What more can any one ask? Then, while not immune from diseases, our general surroundings are such that with ordinary care we need never have our flocks depleted by an epidemic. No need to look further—the field is here—open to all who would enter, and they can rest assured of a cordial welcome to the ranks.

Breeders of pure bred poultry are watching with more than usual interest to see what steps the American Poultry Association will take looking to the up-building of the utility side of the business.

The Association has, apparently, reached the height of its ambition in the working out of a new Standard and unless it takes upon itself certain matters in which the great mass of practical poultrymen are deeply interested, it would appear that its work is accomplished.

They have done a noble work but they cannot afford to sit down in idleness or indifference for there is too much yet undone that they can and should do; work that the every day poult erer would appreciate.

Will the Association measure up to its opportunities and its possibilities? Will they be content to rest from their labors or will they prove themselves as earnest and active workers in other lines of work, for the good of the industry, as they have mate—in fact too many of our breeders depend on climate to be in their eagerness for a revision

of the standard?

It is to be hoped that all animosities and personal differences will be subordinated to the enactment of laws for the government of the Association, and to an earnest effort to do those things that will redound to the general good of the industry; that will be of benefit to the greatest number.

### "WHICH IS THE FOOL?"

A man said:

"An egg in the process of hatching is remarkably sensitive to vibration. The rumble of a train or the passage of a wagon along the street will spoil a whole incubator full of eggs if the faintest vibratory wave reaches the apparatus."

Commenting on the above an editor said:

"Incubators have been and are carried in wagons, with eggs in them in process of incubation, loaded on express trains and carried hundreds of miles to the city, then hauled in express wagons over cobbled streets to the show room and yet bring off a good per cent of lively chicks."

A friend asked "which of the two is the biggest fool?" Of course I couldn't say that any man is a fool, but both were talking right up through their hats. I know that thousands of eggs are addled by jars and rough handling when being shipped. Know it is easier to addle a warm egg than a cold egg, and that it is very easy to addle one that has been under a hen or in an incubator a few days. There is hardly a sensible man in America that would handle eggs in a machine as the editor says they have been handled. The editor has not seen a shrewd incubator man fix up his exhibit. Usually he has two machines, and when one goes out to the fair grounds the best eggs in the two are tested out, carefully laid between warm blankets in a basket, conveyed to the grounds very tenderly and placed in the machine. Its all right to haul the machine over cobbled streets, but all wrong to jar the eggs, if it can be prevented. My advice to our readers is "Don't let such bosh" induce you to haul eggs

for incubation in a machine or in a basket over cobbled streets if it is possible to find one that is not cobbled.

The above paragraph, clipped from The Southern Poultry Journal, has been called to our attention.

We are not accustomed to bandy words with any one, nor to put in print that which we are not prepared to establish, if occasion requires. To say that eggs addle more readily when warm shows conclusively that the writer is not a student of nature nor is he even a student of the old hen's methods when she is setting. Birds build their nests in tree tops and despite the storms and the swaying of the branches, even when the eggs are within a few hours of hatching, and they bring off their young. The old hen turns her eggs when they are warm and she brings off her brood, whether she has stolen her nest or her owner has been to the trouble to set her. Some are so anxious to have a full complement of eggs that they are ready and do steal eggs from other hens in the same house with them. In fact, a careful observer will hear the eggs rattle under the hens in his setting house if he goes into it often and makes a study of the hens methods.

All of this may be answering "a fool according to his folly;" but if the Editor of The Southern Poultry Journal will take the trouble to investigate he will find that a few years since an incubator was hauled over four states and that eggs placed in the machine in Kansas hatched in Iowa. The hatches were witnessed and quite a write up given by representatives from the Nebraska Farmer, Kansas Farmer, Iowa Homestead, Wallace's Farmer, Farmers' Tribune and others.

Our guarantee is found on the first page of this issue. We have not inserted this guarantee as a bluff nor have we done so without due consideration. To the unthoughtful it will appear at first glance that we are placing ourselves in an awkward position and that some will take advantage of this guarantee.

The conditions are plainly set forth in our guarantee and even should we have to pay out a little money we shall not regret it if by so doing we can protect the buyer and learn thus early what breeders are to be depended upon. Fair play is all we demand and that we ask for both buyer and seller.

It is a mistaken idea that anybody will do to hire to attend to your poultry. While the work is not onerous yet it is a work of very much detail and one that requires close attention. Don't expect to get a first class man to do such work for a mere song.

If the droppings are collected daily, mixed with an equal bulk of dry dirt, and stored in barrels, they will be in excellent condition for use in the garden when required. The admonition to keep them dry should not be followed. If allowed to become dry in the poultry house, portions soon reach an insoluble condition; but if collected daily, and kept some-what damp (not wet), they will not lose ammonia, and will give better results when applied to the soil.

A thousand pounds of poultry will bring twice as much as the same amount of beef at one-half the cost.

Advertisers value a paper not by the number of copies issued but by the returns they receive. THE INDUSTRIOUS HEN brings results. Try it and see.

## Fowls for the Show Room

PROF. J. H. CROWELL

There has been so much writing on this subject that it seems superfluous for me to offer any suggestions, nevertheless, for the benefit of the experienced who desire to enter the contest for prizes I will give you some practical and perhaps timely thoughts. The stock from which you propose to raise your show birds. It is a haphazard business to undertake to raise them from inferior stock. As like more often produces like in nature it is wisdom to use only the very best. With proper management of the breeders, the chances of success with the chicks hatched are greatly increased. Begin with the chick as soon as hatched and by careful attention to every detail of cleanliness and feed strive to make all that can possibly be made of it. Perfect health and a steady uniform growth will do all that is necessary. The forcing of too rapid growth is liable to produce very grave defects in the shape and general appearance of the bird, sometimes causing a general loss of that vigor and life which is so conducive to its appearance, producing an inert and sluggish look which detracts greatly from its beauty. As fowls mature more slowly in our warm southern climate than in the north the earlier they are hatched the color, but special care should be better. Let them have all the range possible as fresh air, sun-shine and exercise tends to a better development of physical condition giving plenty of bone and muscle, producing a well rounded muscular body with a bright eye, giving the very best types of symmetry. A month or more before the time of the show those separated from the flock and if possible the sexes separated. Experience shows that unless they have opportunity for more plentiful feed should be given with an occasional meal of meat of some kind, unless they have opportunity for getting all the insect food they want. If on grassy runs where insects abound I do not use meat, preferring to let them have an incentive to more exercise in chasing insects. The birds should be placed in roomy training coops several days before the time of shipment and given a little linseed or cotton seed meal to increase the gloss part of their plumage. When first placed in the coops the dust and dirt should be thoroughly fanned or blown out of the plumage. Then dust well with a good insect powder lest some insect might lurk in the plumage. I would not advise washing any dark colored fowl as it dulls the natural gloss, which is produced by an oil of its own secretion, more beautiful than any we can add. The birds should be handled frequently to overcome fright and shyness which is always hurtful in the show-room. White birds should be thoroughly washed, using the method prescribed by all breeders of that the earlier they are hatched the color, but special care should be taken in using bluing to thoroughly dissolve it so that no lumps be left to get into and stain the feathers. All this should be attended to when the fowls are placed in the coops. Put a little fine cut hay or straw in the coops and change it every day to keep them clean. The face, comb, legs and feet, in fact every part where there are no feathers should be carefully washed in warm water. It often takes more than one washing to insure perfect cleanliness of feet and legs. After each washing polish the feet, legs, and bills by using a flannel cloth moistened with sweet oil with a little alcohol in it. The face, comb and wattles should be gone over with the same flannel but not with quite so much oil. Examine the fowls carefully as you place them in shipping or exhibition coops in order to remedy as far as possible any defect that may have been overlooked.

Now comes the very important part of cooping which can not be too much stressed, and which if properly done requires very careful thought. First of all give your birds roomy comfortable coops, and carefully protect against drafts of cold air, especially if shipped in cold weather. Many a fine bird reaches the show-room entirely out of condition from a cold. Many small breeders have not the means to purchase coops made for the purpose and are deterred by the expense from exhibiting their birds. I will try to assist them by my own experience. I am not a skilled carpenter yet I make my own coops frequently using them for both shipping and the show-room. Our merchants often give me all the goods boxes I need or charge very little for them, so my lumber costs very little. I make the coops of a size to suit the bird or birds I intend to put in them, giving ample space both in height and on the floor to make them comfortable and prevent rum-

pling or breaking the feathers. Coops and not being brought in I make the floor tight, with a contact with diseased birds, still strip three or four inches wide on all sides. This is nailed strongly to the floor. In each corner I place an upright post one and a half inches square and fasten it securely to both floor and side strips. Parallel with the bottom strips and of same width I place others at the top so that the top edges shall be even with the top of corner posts and fasten securely to corner posts. If the coop is for a single bird put another post in the middle of each side except the front. The front should be made of slats parallel to the posts placed two or three inches apart with an upright slide door in the center. Then use the best quality of osnaburgs cloth securely tacked to each post and the middle slats. Let the cloth go entirely around the coop. The front part can be taken loose and thrown back in the exhibition room to take the birds out or to use as an exhibition coop. The top of the coop should be slatted two inches apart and securely fastened at each end so as to be strong enough to resist pressure if anything should be placed on it. Do not put cloth over the top but leave open for ventilation which should always be from above the fowls. These coops cost very little and are both comfortable and neat, if carefully made. A neat coop is one of the best advertisements. Every passer-by will be attracted by it and stop to see the birds even while on the trains or in the express office. Being a little different perhaps from others in the exhibition and presenting such a nice, clean appearance will catch the eyes of visitors. I know this from experience having used the above coops in one of our largest exhibitions last winter. Another advantage is in not having your birds fighting through the openings to other fore the public.

Let your coops be as light as possible consistent with the strength necessary to protect the birds from the rough handling they are apt to receive on railroads. I find good, heavy osnaburgs sufficiently strong and much lighter than wood and affording better protection against the cold if the frame work is securely made and the cloth tightly stretched and closely tacked on.

I am aware that my ideas of preparing and cooping birds for exhibitions will seem crude to many of your readers but I deal only in experience derived from practice. I am a practical man and not a theorist. I give a cheap method of cooping, hoping to induce some, who may feel unable to go to great expense to exhibit their birds yet who would like to do so at less cost, to carry their birds to the poultry exhibitions thus swelling the number of the exhibits and increasing the interest in poultry culture. I am an enthusiast, crank or whatever you may call it on the subject of raising more and better fowls.

Compare these two items: From government statistics we learn, the average egg yield per hen on our farms is 65 a year. From bulletin 79 of the Main Agricultural Station we learn that a White Wyandotte hen laid a total of 471 eggs in three years, or an average of 157 a year, and that a Barred Plymouth Rock laid a total of 486 in three years, or an average of 162 in a year. These are facts as reported. Then why persist in keeping scrub stock, when it requires no more to properly care for the pure breeds.

During the past, when the prices of farm products were low, and but a bare profit was made, many farmers have found the well filled egg-basket a source from which to get their cash. Yet the fowls are relegated to a secondary place on the farm, although they are capable of giving a larger profit in proportion to capital invested than any other stock. There is a large amount of food, that can be utilized for poultry, that would be wasted without their aid, and the farmer will find that any attention bestowed on his fowls will be returned four fold.

The trial subscription of a goodly number of our readers expires with this number of THE HEN. We think we have given you even more than value received and trust that you will send us your renewal promptly. Send us a One Dollar Bill for two new subscribers and we will extend your time one year. In other words you get your own paper free. You can easily do this. Try it.

The business of the producer is to produce well and cheaply. To produce well at a high cost is not always profitable. To produce cheaply, but not well, is to take a gambler's chances that the market will be much higher than it ought to be.

A hen is not, as some people suppose, a machine that is capable of manufacturing something out of nothing. See that your hens are properly fed if you want them to lay eggs for you.

"I have received your magazine and believe it 'a good thing.' —I will 'push it along.'" —Frank Metcalf, Ohio.

The poultryman who books orders in advance is the one whose name is familiar to the purchaser. Some breeders' names are almost a household word—they keep themselves before the public.

## Questions and Answers..

[Address all inquiries to Querry Department of THE INDUSTRIOUS HEN, Madisonville, Tenn. If personal reply is desired please enclose postage.]

### Incubators For Farmers.

Should a farmer own and run an incubator?

Yes, if he proposes to get the most out of his chickens, for it is the early chick that brings the best price. The machine can be put to work at any time and during the winter months when the crops are out of the way the farmer will find nothing that will give him more profit for the time and money invested than to own and run a standard incubator.

### New or Old Standard.

Can you tell me whether our fowls will be judged at the fall and winter shows by the old or the new standard?

Until the new standard is in the hands of the various judges throughout the country it is a fore-gone conclusion that they will judge by the old. No man can pass judgment on the qualifications of a bird under the new law when he does not know the requirements of that law. It is officially announced that the judging at St. Louis will be done under the old standard.

### Danger of Overfeeding.

Is there any danger of over-feeding growing chickens when baked corn-bread is the chief article of diet? Also, how many females can a male bird care for?

After young chicks are three or four weeks old there is but little danger of over-feeding them especially if they have an abundant range. We would not,

however, advocate the continued use of baked bread. Young chicks thrive best on a varied diet.

It is presumed that a Leghorn or Minocra male will care for 15 or 20 females and that the Plymouth Rocks or Wyandotts 12 or 15 while the Brahma is not usually accounted of service to more than 8 or 10. Our own experience is that if properly cared for the Brahma will be of service to just as many as either. All depends on the care given the male.

### No Double-walled House.

Is it necessary to have a double walled house in the latitude of Chattanooga, Tenn., to keep Single Comb Leghorns?

No. Leghorns have been kept for the past five years near to Chattanooga in sheds open to the South, and not a comb damaged.

### What Southern Show For Beginners.

Would you advise a new beginner in raising standard chickens to take birds to our Southern shows, and what shows should he patronize?

You ought to attend the shows and take some of your best birds, as you think. You may not win any prizes but you will learn your money's worth. We cannot point out any show as THE Madison Square Garden show of the South, but we would say, take to those nearest to you, beginning first with your local show or fair. See show list given elsewhere.

### Limber Neck.

I have found several of my chickens lying on the ground with their heads thrown back or necks dropped down forward, and they usually died in a few hours or a day or two at most. They were apparently well a short time before found lying on the ground. What ails them and what will cure, or prevent the sickness?

Your chickens evidently have what is termed limber neck. This disease is supposed to be caused from eating maggots, or other them especially if they have an filth, such as carrion. The best abundant range. We would not, preventative is to remove or

clean up all filth within the range of the fowls. Where birds are found sick or drooping, give them three drops of turpentine two times a day in a pill made of wheat bread, although it is generally understood among poultrymen that no remedy is of much avail where the trouble is actually limber neck. A few drops of carbolic acid in each gallon of drinking water, or similar disinfectant, would be useful as a preventative.

### Show Feeds—Breeds For City, Etc.

1. Will you kindly give me a good ration to be fed to birds to put them in show condition? (2). What would be the result of crossing a Brown Leghorn on Barred Plymouth Rock Pullets? (3). What is the best breed for a city lot? (4). Some of my Brown Leghorn cockerels have a few white feathers in their wings, will they moult them?

(1). One of the best rations we know of is composed of corn, wheat and oats equal parts by weight to which is added a small per cent of oilcake or linseed meal. This to be fed as a mash feed each morning. At night feed liberally of the three grains. Be sure they have meat in some form once or twice a week and a good supply of green stuff. Nothing will add sheen to their plumage better than sun-flower seed. (2). Nothing. In other words you simply destroy both breeds and the law of atavism will give you a hard rap in that you will soon have no breed. Don't allow yourself to be led off by a craze to produce something new. Perfect what you have for we have sufficient variety from which to choose now. (3). Where fowls have to be confined we would suggest that some of the American or Asiatic be used, although very many succeed with the Mediterranean.

(4). There is a probability that your fowls may lose the white feathers when they moult. Read your standard as to white feathers in Brown Leghorns.

## POULTRY SHOWS AS A MEANS OF CREATING DEMAND FOR BETTER STOCK.

To see may not always be equal to believing, but to see the many fine birds at a good poultry show certainly has more weight than many minutes and even hours of arguments in favor of thoroughbreds. The farmers—the chief poultry producers of the South, and of the other sections of the nation for that matter—need to realize more fully the great need of strictly thoroughbred stock among their fowls with no crossing and commingling of breeds. And again we say that the best way to give this "pointer" is through poultry shows and local fairs. It is with pleasure therefore that we note an unusual number of poultry shows claiming dates for this Fall and Winter and we hope that every one will make special efforts to get a large attendance of our farmers as well as the fanciers around the towns and over the country. As it has been pointed out, the farmer is "the man behind the gun", and while we are glad to note that a great awakening is already taking place, yet when all or a great majority of our people get aroused to the true value of better fowls, the poultry interests of this section of the nation will jump to the front with a rapidity that will surpass the way that cotton mills have risen in the Southern States in the past ten years.

But the knowledge of better stock and the desire to own it must be spread until every farmer gets only the best and then the product will be uniform, of high standard, and consequently bring the best price. How to get attendance at the poultry shows and fairs, which frequently occur when corn is to gather, cotton to pick, and wheat to plant, is decidedly the question. As we have heretofore suggested, the

main thing is to let the farmers generally know of the coming show and be careful to select such dates as will meet their convenience. The live stock and poultry shows where no admission fee is charged are doing a good work along the line of educating our people up to the point where they will keep good stock only. Let shows and fairs be held in every section of the country for a few years, and then keep your eye on the South.

We, of the South, are just beginning to realize the immense possibilities in pure bred fowls—their worth as money makers. We have not yet learned to appropriate the natural advantages we have over our Northern and Western neighbors. Climatic conditions are eminently in our favor while lines of quick transportation put us in touch with the markets of the world.

"For a second number, THE INDUSTRIOUS HEN makes an exceptionally good showing and the indications are that it will be a stayer. It gives evidence of an editorial policy and altogether the contents are much more readable than the average "new one." We wish it success."—Successful Poultry Journal.

It takes close attention and work to make a real success of poultry raising in the country with range, but it takes even closer attention and more work to successfully raise fowls on a small town lot. But the reward for labor is sure in either instance; it is only a question of greater profits.

"When will the merchants give full sixteen ounces for a pound?" asked a grouchy, bucolic denizen of a grocer one day. "When the farmer quits selling rotten eggs," was the caustic reply.

## A CHAPTER OF DON'TS GATHERED FROM VARIOUS SOURCES.

Don't forget to keep your fowl stock young; old hens are unprofitable.

Don't forget that cocks as well as hens eat a lot of food, and no cock is necessary, except during the hatching season.

Don't forget that unfertile eggs keep much longer fresh than eggs laid by hens running with a cock.

Don't forget to keep your nests clean; stained eggs bring a poor price.

Don't forget to grade your eggs as to size; it improves the sample, and consequently the price.

Don't forget that it costs as much to keep a hen that lays 80 eggs a year as one that lays 130.

Don't forget that vinegar diluted with warm water is the best liquid to clean stained eggs.

Don't forget that fowls should not be fed near the door of your dwelling house, or they will stand about all day looking for food.

Don't forget that fowls roosting in trees seldom lay many eggs and those they do lay are laid astray and lost.

Don't forget that under-fed fowls lay but few eggs and often none at all.

Don't forget that the best layers are early risers and early morning layers, and of an active disposition.

Don't forget that fowls much improve the character of the land over which they range.

Don't spend the profits from your poultry in "jim cracks." Simple home made devices will take the place of many of these and in some instances serve a better purpose.

Don't forget to send your subscription and your advertising to THE INDUSTRIOUS HEN.

## EDITORIAL CORRESPONDENCE

[Any of our readers who at any time desire to be noted in this department can communicate with us and arrangements will be made for either the Editor or the Publisher to visit you and write up your yards.]

Realizing that no man can write intelligently about that of which he has only a hear-say knowledge the writer spent a few days during the past week among the breeders in and around

### **Atlanta, Ga.**

Naturally I sought out C. O. Harwell, the very efficient Secretary of the Atlanta Poultry Association. Harwell is breeding Black Minorcas exclusively and is looking forward to great things at the Atlanta show. Through his courtesy I was soon put in touch with the boys. They are claiming that they will give us the Madison Square Garden of the South at their January exhibit and are anticipating a large contingent of Tennessee boys among the exhibitors. The Atlanta boys have always paid their premiums promptly and they start this season with a surplus left in their treasury from last year. Unfortunately for me I failed to see Judge F. J. Marshall, who is on a trip to Ohio for the benefit of his health, but will return in full time to place the ribbons for them. This pleasure is then left me for I shall count myself happy to grasp the hand of the man whose reputation is such among his home folks that they will not go outside for a judge. All honor to F. J.

Out to College Park I went, and back from the high way, in the shadow of his own vine and fig tree, I had the glad hand from Alf. Bertling, big in body,

larger in heart, and his wife who show. John is a real live fancier is fully equal to every charm of and has in his yards some White hospitality. Has Alf. Bertling Leghorns that will make the any good chicks? If you doubt it, boys open their eyes when they go and see. While he has not a come to see them in the show. surplus, what he has is of the They are from good stock and first water. Atlanta is to be are bred right and, what is more congratulated that her jovial to the point with many, they are Alf. will superintend her coming egg producers and can be bought show. at reasonable prices.

Polished and courtly, Col. Ottley, was what everyone who comes in contact with him knows, a true fancier, breeding the best for pure love of a handsome bird and that he has them the poultry world knows. Bred in the purple and ready to enter the lists at any show, such is the stock bred by Col. Ottley.

Both time and space would fail me were I to undertake to speak of the many others in Atlanta whose yards I did not see, but which I hope to look over when I am again among them and my time is not so limited.

After spending a pleasant evening with the genial editor of The Southern Fancier I hied away to Smyrna in search of Loring Brown and the Belmont Farm. I found both. Had I not seen I would not have believed that the South could boast such an establishment save on paper. Our stay was all too short to fully take in the many details of the entire plant. I saw enough to convince me that the breeder of fancy fowls who gets ahead of Belmont will have to start early and stay up late. Of this plant I hope in the near future to have an extended write up with full page illustrations.

### **Sweetwater, Tenn.**

John F. Childress has the boys in and around Sweetwater all excellent success, winning many

An ideal spot and a clever man with a charming wife is C. P. Hale of the Sweetwater Valley Poultry Farm. Charlie, as his friends call him, has spent time and money to build up a strain of Barred Plymouth Rocks and of Buff Cochins. Those who have the pleasure, as I did, of seeing them can appreciate the care he has exercised in breeding, when they note the uniformity of his flocks. They are something nice and will be heard from in the coming shows.

J. H. SLEDD.

### **Knoxville, Tenn.**

Knoxville formerly had a large number of poultry breeders but one and another has dropped out of the fancy breeding although there are still a goodly number who breed thoroughbreds. A show for the coming winter is being talked but it is not likely that it will materialize for this year. It is probable however, that a room will be hired some time during January and an exhibition of fowls given, with no admission fee, or only a nominal one. This will be done to arouse more interest in breeding the best.

E. E. Carter, of Broadway Ave., breeds Single Comb Brown Leghorns only and has had excellent success, winning many firsts at all the leading Southern

shows. At Huntsville, Ala., Jany, 5-8 1904, he won 1st pen and 1st cockerel, Loring Brown, Judge. At Charlotte, N. C., Jany., 12-16, '04 he entered five birds and won as follows; 1st pen, 1st pullet, 2nd cockerel, 2nd pullet, and 4th pullet, with F. J. Marshal judging. At Atlanta, Ga., Jan., 26-30, 1904, he won 1st cockerel, 1st pullet, 1st pen, and 2nd pullet. It was my pleasure to see his breeders and if they are any indication—and we all know they are—he is going to make the circuit of the Southern shows this winter "warm" in the Leghorn class. Mr. Carter tells us his youngsters, which were out on range when the writer was there, are "good ones," and he feels confident that he has the best he has ever produced. On our first page, we give a cut of Mr. Carter's house on his lot in town and we must say that it is by far the best arranged of any we have yet seen South. It is well built, dressed lumber being used, both for weatherboarding and ceiling. It is painted on the inside twice during the warm season, a little carbolic acid being used in the paint. Droppings removed every day, and every thing is kept neat as a new pin. Roosting boards, trap nests, and every thing else is of the latest pattern and all very conveniently arranged.

There are other good yards around Knoxville we expect to visit soon.

#### Russellville, Tenn.

"Maplehurst" is well known in the poultry world as a farm where good poultry of a number of breeds is produced, as well as Shorthorn cattle and Southdown sheep. Mr. W. B. Doak showed us through his yards, and houses. The houses are covered with tar paper and on top of this shingles, and the weatherboarding of the North wall is also covered with tar paper. The South exposure is open except small roosting quarters, which are weather-boarded. The house is on the continuous style. Mr. Doak informs us, that notwithstanding the openness of the houses, he has never had any Minorcas or Leghorn combs frosted, so that he considers his style of houses the cheapest and best for this climate. Mr. Doak says that while he has a good number of exhibition fowls yet he is making a specialty of breeding good thoroughbred stock to supply those desiring good fowls at low prices; in other words, good servicable poultry for farmers and others who do not care so much for show birds as thoroughbred utility stock. He is at present devoting special attention to Short-horn cattle and now has ten registered cows, and the famous bull, Nominee. He recently purchased a magnificent cow of good Cruckshanks breeding, and even to a "chicken man" she shows her breeding so well that he could easily pick her out as the best cow in the ten.

On my way back from Russellville to Knoxville, I stopped off at Morristown to see the large wholesale poultry handling plant there. Mr. Grubb, the manager, escorted me from ice factory in the basement to fattening pens in the third floor. I was astonished at the greatness of the undertaking, although I knew East Tennessee was claimed to be the greatest market poultry section of the South. Every thing is as up-to-date as at Armour's or

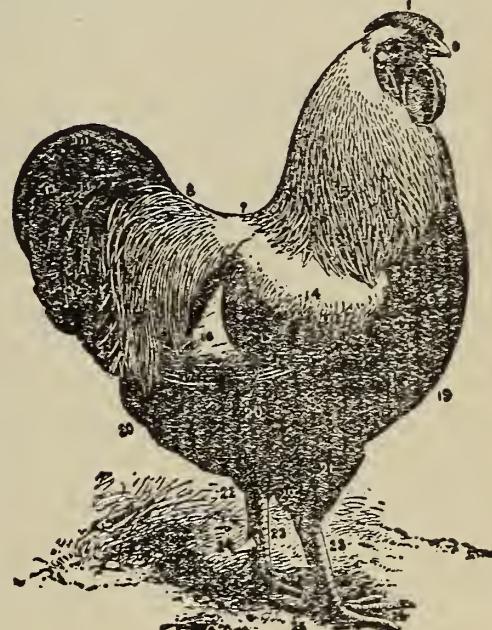
Swift's, and the two or three carloads of chickens unloaded while I was there only served to show the immense size of the slaughtering pens. About five tons of ice are made a day and most of it is used for packing dressed fowls, besides the freezing and refrigerator rooms. This gives an idea of the size, and the methods are strictly in accordance with the freez-

through the South, and with good men like Mr. Grubb at the head, a step forward would be taken in the scientific handling of poultry and its products.

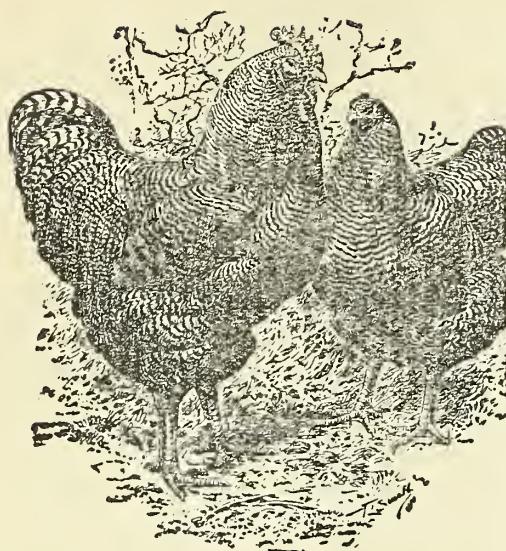
REESE V. HICKS.

Be sure you read what we have to say in regard to the Fifty Dollar prize. It is an offer given to turn to account some of the knowledge you have gained in raising poultry. Remember that if you are already a subscriber you must accompany your article with the fifty cents and your subscription will be advanced one year. Get to work and get your friends to work too. To win that pot of gold may help you to provide some comfort for the winter that you would otherwise have to leave off.

#### THE NEW STANDARD.



The above is one of forty cuts used to illustrate the glossary of the New Illustrated Standard which will come from the press about October 1st. No poultryman should be without this book. We are prepared to fill your orders at publishers price—\$1.50 per copy—and will include a year's subscription to THE INDUSTRIOUS HEN.



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SPRINGFIELD, - TENN.

Always anxious to do all that can be done to advance the interest of poultrymen and more especially to give information that will be of benefit to the novice as well as expert it is with pleasure THE INDUSTRIOUS HEN announces that she will in the near future have matured plans whereby she will be able to give to her many readers information that will be of very much value to them. An experimental farm is in contemplation and when the plans for conducting it shall have been fully matured full notice of it will be found in these columns. Keep your eyes open for something good and you will surely find it.

In this issue we begin a new department under the caption "EDITORIAL CORRESPONDENCE." Our object in introducing such a department is to let our readers know what our advertisers and the breeders throughout the country have and what they are doing. We propose doing this by visiting the various breeders and writing of those things we see and learn by coming into personal contact with the owners. In this issue the Editor has a few words to say as to what he has seen recently in and around Atlanta, Ga., and over around Sweetwater, Tenn. The Publisher tells you of some of the things he has crossed in his travels and it is interesting reading.

These write ups will be a special feature of THE INDUSTRIOUS HEN for some months to come and will not be confined to any one locality as both the editor and the publisher will be at the call of our breeders and anticipate getting something worth while for our readers.

A. E. Tate, High Point, N. C.: "Your last issue is a very creditable one and I see no reason why you will not build up a good paper."

### CHAS. D. MYER,

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**Silver Laced Wyandotte Chickens, Duroc-Jersey Hogs from Prize-winning Stock.**

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## SHOW DATES.

Under the above caption we wish to run a complete list of shows. Secretaries are requested to write the Editor at once giving dates, names of judges and secretaries with proper address. State whether score card or comparison.

Hagerstown, Md., Oct., 11-14, John L. Cost, Supt.

Waco, Texas, Nov. 22-26, W. W. Downes, Secty.

Atlanta, Ga., Jan. 5-10, '05 C. O. Harwell, Secretary.

Cleveland, Tenn., Oct. 27, '04.—W. E. Rodgers, Supt.

Ghent, Ky., Dec. 15-17, Mary Sanders, Secretary.

Owensboro, Ky., Dec. 12-15, '04.—Ben H. Baker, Sec'y.

Chattanooga, Tenn., Dec. 13-16, '04.—W. F. Maury, Sec'y.

Sweetwater, Tenn., Oct. 18-19, '04.—J. F. Childress, Sec'y.

Henderson, Ky., Dec. 21-24, 1904.—M. Merritt Alves, Sec'y.

Charlotte, N. C., Jan., 17-20, 1905, W. B. Alexander, Secty.

Raleigh, N. C., Jan. 10-13, 1905—J. S. Jeffry, Sec'y., Experiment Station, Raleigh, N. C.

Birmingham, Ala.—The Alabama Poultry & Pet Stock Association, Dec. 6-9, '04.—Charley Barber, Sec'y.

St. Louis, Mo., Oct. 24—Nov. 5, Louisiana Purchase Exposition, Chas. F. Mills, Chief of Live Stock Division; T. E. Orr, Beaver, Pa., Supt. Poultry.

fowls.

We have not been informed as to who will judge the poultry, nor whether it will be by score card or comparison but each exhibitor can be assured that he will meet with a fair deal at Sweetwater.

The one day poultry show at Cleveland, Tenn., Oct. 27, in connection with a live stock show is creating much interest not only locally but among good breeders in many nearby towns. Cleveland alone can furnish a good show herself but the prospects are that she will have considerable outside help.

The Chattanooga Poultry Association on Aug. 17, met and decided to hold their show Dec. 13-16. The committee having charge of the preliminary arrangements, have let contracts to build up-to-date coops to accommodate over 600 birds and from the prospect Secty. W. F. Maury thinks they will all be needed. A committee is arranging a list of specials and are meeting with good success, and the contract to print the premium list has been let for an issue of 5,000.

In the Editorial Correspondence will be found some notes about the Atlanta show that will interest many Southern breeders.

## A PERSONAL LETTER.

In a personal letter from Mr. George E. Well, of Roseland, N. C., we find the following paragraphs that are so applicable, we take the liberty to quote them:

"I find it pays to produce a good article, as we have at times right in our local market gotten from 5 to 10 cents more per dozen for eggs than the market price because our customers knew they could depend on the quality, and we always get above market price for eggs we ship. We have had

customers, invalids, who said our eggs were superior to eggs from the neighbors that were supposed to be clean and good. It pays, yes it pays in dollars and cents, to put quality into every thing one produces and then to back it up with character.

"Thanks for a copy of THE INDUSTRIOUS HEN. I like the make up of the paper very much and I am glad to note that it is to be devoted to the practical side of the industry. The fancy side is all right for the man of time and means, but the man who has his bread and butter to earn needs something different, more of it than he gets in most poultry papers, and I have copies of two score or more. He needs the same text used again and again; the text of the thorough bred versus the scrub, that feed makes quality, that cleanliness is next to godliness, and those of a like nature.

"There is no question but that the South is peculiarly adapted to the industry, but it will take some time to induce the average farmer to abandon the tree top and open house for one properly constructed, and to adopt such measures as will advance the poultry products of the South from the foot of the list to the top. But we believe it can be done and we wish you success in the attempt. I will try to get up a club for THE INDUSTRIOUS HEN.

"I came from Delaware, N. Y., in March, 1898. I am pleased with the climate; am here to stay; and am interested in advancing the industry in the South."

Science can't make a hen lay. Give her proper food and comfortable quarters and nature will do the rest.

From Georgia:—"You have my heartiest and most sincere good wishes for the success of THE INDUSTRIOUS HEN." J. H. Crowell, Parrott, Ga.

# \$50 For 500 Words !!

THE INDUSTRIOUS HEN desires some good articles on Poultry Topics and you may be

## The Winner.

All manuscript submitted will be the property of the publishers.

The award will be made by three disinterested parties.

Manuscript must be in hand prior to Jan. 1st., 1905, and written on one side of paper.

Select your subject from the following:

- 1 "My Success with Poultry."
- 2 "Why I Failed with Poultry."
- 3 "In Breeding for Show Points Has the Utility of the Fowl Been Sacrificed?"
- 4 "Does It Pay to Use Incubators and Brooders?"

Articles to contain from 500 to 1000 words.

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## The Industrious Hen,

MADISONVILLE, TENN.



### BROWN LEGHORNS

(EXCLUSIVELY.)

Huntsville, Ala., January 4-9, 1904, 1st Cockerel, score 95; 2d Pullet, score 94 1-2; 1st Pen, score 188 7-8. Charlotte, N. C., January 12-15, 1904, 1st Pullet, 1st Pen, 2d Cockerel, 2d Pullet, 4th Pullet. Atlanta, Ga., January 26-30, 1804, 1st Cockerel, 1st Pullet, 1st. Pen.

Young stock ready for shipment. Send for circular.

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when in need of printing of any kind.

During the next few months she offers them great bargains in all kinds of Job Work.

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Let us quote you prices.

## DIFFERENCES OF OPINION.

The writer has often been asked to take up the question of differences between breeders of fancy poultry and discuss the merits of both sides, but on all occasions he has steadfastly refused to enter into any controversy, preferring to let the individual in each case defend his own cause.

Speaking as an individual the writer could doubtless have much to say that would interest those who breed fancy poultry, but Home and Farm treats the poultry department as it does all others, and looks upon it only as a branch of the farmer's business from which he can reap a reward for work at less cost than he can from any other source. Personally, the writer would often prefer to take issue with some of those who are in the poultry business today and out tomorrow, and expose some of the wanderings of their imagination, but as before stated, Home and Farm desires to deal only with subjects that interest those who want to make money and make home life what it should be—pleasant at all times.

The poultry field's worst enemy is the man who engages in the business spasmodically—the man who has no business scruples, and who will deceive even his best friend.

Such men as these do not or cannot raise good fowls, but when the time comes to exhibit at the shows they are always on hand with extra fine birds often carrying off the lion's share of the prizes. Frequently the fowls are only borrowed, and are returned to the owner as soon as the show is over. For this reason the writer will always deal with the profitable side of the poultry question, leaving the disputes of outsiders to those who are interested.—Ex.

The October issue of THE INDUSTRIOUS HEN will contain an article by H. E. Branch, of Missouri under the following caption: "The Industrious Hen, her Vital Functions and their Intelligent, Economic Employment in the Advancement of a Great Industry." This article alone will be worth much more than a years subscription to every one engaged in the poultry industry. Mr. Branch knows whereof he writes and does not indulge in theoretical clap-trap, but gives his readers the result of careful study and observation. His articles are educational and should be read and carefully digested. Be sure and send in your subscription so that you will not miss this issue.

Send in your subscription to THE INDUSTRIOUS HEN at once and state in your letter that you desire to compete for the FIFTY DOLLAR prize and your name will be placed on our mailing lists and you can forward your manuscript later. Do not put this off. Get in touch with the best and most practical poultry journal. If you are a breeder send us your advertising and thus get your name before the best of mail order buyers.

Madisonville, Tenn.,  
Sept, 13, '04.  
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Dear Sirs:—I have used your Cloro-Naphtholeum and am pleased to say that I am satisfied with the results. It is a good investment for any one raising young stock. Yours Respectfully,  
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Artificial Incubating and Brooding.

Barred, Buff, and White Plymouth Rocks.

The Wyandottes.

The Leghorns.

Eggs and Egg Farms.

Ducks and Geese.

Turkeys.

Poultry Houses and Fixtures.

The Bantam Fowl.

Reliable Poultry Remedies.

The above books are all standard works and should be in every poultryman's library.

Next month, October, is the time when the advertising season begins in earnest. The wise advertiser profiting by experience increases his space at this time and starts in to lay the foundation for a big winter trade by using his best arguments to show why the buyer should patronize him when the time comes to make his purchases. Only two more months remain until the show season will be upon us and only one month till the orders for stock commence to come in fairly large numbers. A combination of unfavorable conditions during the past hatching season has contributed to the otherwise favorable outlook for business during the coming winter and it is a settled fact that a greater volume of business will be handled by advertisers this season than for many years.—FRANK HECK.

## For Sale Cheap!

Several of our large, new Incubators and Sectional Brooders. We will no longer ship out Incubator chicks and will dispose of half of our Incubators and Brooders at great sacrifice. Write for prices on eggs and poultry.

New Departure Poultry Plant,  
SALISBURY, N. C.

## Some Few Premiums

Taken at Random From Our Premium List.

For one new subscriber you can take your choice of either of the following articles:

A Cushion Cover of Superior Quality Mercerized Satin, Beautifully colored. Any flower. 24 in. x 24 in.

A Handsome Doily, 9 inches square, or, if preferred, a round one 9 inches in diameter.

A pair of handsome steel, nickel plated, finely engraved Scissors, 6 inches in length, with gilt bows. A very desirable and useful premium.

For two new subscribers you can have your choice of any of the following:

A very fine Taffeta Silk Bishop Collar. Mexican stitched top and bottom and around two handsomely shaped tabs. Beautiful graduated ring at top of tab. Colors: white, black, pink or blue.

A ladies elegant pearl handle Pen-knife, brass lined, double German silver cap and shield. A very desirable present.

A three blade Cattle Knife with stag handle. Brass lined, German silver bolster and shield. Alfred Williams best English make.

For three new subscribers we will send you a Record Fountain Pen. Polished hard rubber holder, 14 k. solid gold pen, in box with filler and directions. A far better pen than is usually sold for \$1.

For ten new subscribers: One Stevens Crack Shot Rifle No. 16. Take down 20 inch barrel, will use 22 long R. F. cartridges. An elegant gun and fully guaranteed in all respects by the J. Stevens Arm & Tool Co.

For fifteen new subscribers: One Ladies, filled, open-faced, enameled Chatalaine Watch, in elegant plush box with pin to attach. Guaranteed to keep excellent time.

For twenty-five new subscribers, we will give you a handsome Imported Black Taffeta Silk Dress, 12 yards, 19 inches wide. This is an exceptionally fine chance to get a nice dress by a little work among your neighbors. Or we will send you 8 yards of the above silk, enough to make an elegant skirt, for seventeen new subscribers.

For ten subscribers, we will send you a beautiful Taffeta Silk Dress Waist, 4 yards, 19 inches wide, in the latest style of nice checks.

Postage paid by us on all articles above except rifle.

Many more premiums in our catalog. Send for it.

All subscriptions under this offer must be for one year.

We desire some good solicitors to whom we will pay liberal commissions. Write for particulars.

THE INDUSTRIOUS HEN,  
Madisonville, Tenn.

### RAPID ADVANCEMENT.

On June 30th last, the Southern Railway completed its tenth year.

One decade is a short period in the history of a corporation or a country, but many important things may occur in that brief span.

In the case of the Southern, the system has grown remarkably. It has jumped from 4,140 miles to 7,164 miles.

Its gross earnings have increased from \$17,000,000 to \$45,000,000.

Its common stock has risen from below 10 to above 45, although at present it is about 27.

Its preferred has advanced

For four or five years it did not pay a dividend on preferred. Then it began by paying one per cent and for the last two years has paid five per cent annually on the preferred.

Millions of dollars have been spent on roadbed, bridges, rails, shops, terminals and equipment. The road has been practically rebuilt, and it is now a high-class property in every respect.

The Southern has advertised the South all over the globe and it has brought in millions for investment in farms and manufacturing industries.

The company's service has been wonderfully improved, and is now equal to any in the land. The Southern has reached down into Florida and west to St. Louis. It has been progressive and liberal, and the public has shown its appreciation by giving it abundant patronage.—The R. R. Record and Common Carrier, August, 1904.

**WHAT U. R. FISHEL,**  
the Great White Plymouth Rock  
Man, Hope, Ind., Thinks of  
Ever Green Clover.

MR. W. F. CHAMBERLAIN,  
St. Louis, Mo.,

My Dear Sir:—

I am in the market for another lot of your Ever Green Clover meal having used it last winter with excellent results. When steamed, it is as green as fresh cut clover and the odor is the same as fresh mown hay. The birds eat it with a relish.

Really, Mr. Chamberlain, I would rather have one hundred pounds of this Clover than a ton of some so-called Clover (cut clover) I have used. I have fed your Ever Green Clover meal to hogs with excellent results and found it a cheap feed for them during the winter. I could not do without it for my White Plymouth Rocks. I beg to remain,

Your Friend,  
U. R. FISHEL.

## Special Sale.

Following my usual custom, I am offering special bargains during the summer months, in BARRED PLYMOUTH ROCKS and eggs. Have 50 yearling hens to offer at less than

HALF PRICE.

This is the greatest opportunity of your life to secure some of my famous prize winning strain of Rocks.

Nothing Like Them in the South.

Will sell eggs from my best matings at half price—\$1.50 for 15.

Write me your wants and see if I don't please you. Catalogue giving show record if you want it.

A. E. TATE,  
HIGH POINT, N. C.

NUGGET STRAIN

## Buff Rocks

FOR SALE.

I have a number of good young birds for sale at very reasonable prices, considering quality. A dollar buys as good birds from me as \$5.00 will from Northern breeders. EGGS: \$1.50 per 15.

WALTER E. RODGERS,  
Cleveland, Tenn.

## J. H. CROWELL

—BREEDER—

Buff and Barred  
Plymouth Rocks.

EXTRA QUALITY.

PARROTT, - - - GA.

## CHLORO-NAPTHOLEUM

IT PAYS AT THE SCALES

Cheap,  
Safe,  
Simple,  
Speedy,  
Easy to Use

PREVENTS  
HOG CHOLERA

HOG  
HEALTH

FARMERS  
HEALTH

Kills Lice,  
Mange,  
Ticks,  
Worms, <sup>and</sup>  
Contagious  
Diseases.

The one Hog Cholera Preventive that really prevents. That has stood the test of years and never known a failure. Let your hogs eat it—breathe it—wallow in it. It adds pounds and dollars to weight, and gives new life and vigor. Costs about 2c. a head.

Ask your dealer for Chloro-Naptholeum. Accept no substitute. Send to us. We ship, freight prepaid. 1 Gallon, \$1.50; 2 Gallons, \$3.00; 5 Gallons, \$6.75. Special prices in larger lots. Send for our Free Book, "Diseases of Swine." We send it free on request.

**Chloro-Naptholeum Saves Money and Worry.**

WEST DISINFECTING CO., 38 W. Mitchell St., ATLANTA, GA.

Any farmer or fancier who thinks of beginning a new flock or improving an old one is urged to visit MAPLEHURST. Relation of price asked to quality offered is such that no breeder ever came here in need of anything we keep without securing it. Many buy again and again.

Will meet any train (5 carry passengers to and from RUSSELLVILLE every day) by appointment and entertain prospective purchasers.

2 P. C. Boar Pigs entitled to registry; May farrow. Only 3 S. D. Ram Lambs left. Come or order at once. Best strains of most popular and profitable breeds. Have been carefully line-bred here for many years.

## Fall Clearance Sale

of BARRED ROX, WHITE DOTTES, L. BRAHMAS, B. LANGSHANS and MINORCAS, B. and W. LEGHORNS, PEKIN DUX and BRONZE TURKEYS.

Shorthorn herd headed by Champion NOMINEE. South Downs of English breeding. Fowls and stock in 1-4 mile of Depot at RUSSELLVILLE, TENN. W. B. DOAK will furnish any particulars wanted, giving special care to mail orders.



## Barred Plymouth Rocks and Buff Cochins

—AS BRED BY—

**C. P. Hale, Sweetwater, Tenn.**

—ARE—

Ideal farmers fowls at farmers prices. Write for prices. R. F. D. No. 1.

? Do You Need Any Printing ?  
If so, write for samples and prices to  
THE INDUSTRIOUS HEN, Madisonville, Tenn.

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**Hen**

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## RHODE ISLAND REDS, \*

THE GREAT EASTERN ALL-PURPOSE FOWL.

## R. C. WHITE LEGHORNS,

THE GREAT EGG PRODUCERS OF THE WORLD.

Young stock now ready at prices to suit  
 fancier or market poultry raiser.

"CHEROKEE FARM," MADISONVILLE,  
 TENNESSEE.

CHICK FEED.



HEN FEED.



MASH EGG FEED.



EVERGREEN CLOVER MEAL.



PIGEON FEED.



\$2.50 per 100 lbs.

\$2.00 per 100 lbs.

\$2.50 per 100 lbs.

\$2.50 per 100 lbs.

\$2.50 per 100 lbs.

Chamberlain's Perfect Feeds are all original and are the standard poultry foods of the world. Nothing just as good. Perfect Mash is the great moulting feed. Chamberlain's Perfect Lice Powder 25c per pound. Chamberlain's Perfect Lice Ointment 50c per jar. Some agents can sell at St. Louis prices, others cannot on account of the high rate of freight, but add a reasonable profit. **FOR SALE BY** John Leifer & Co., Little Rock, Ark.; J. Winder & Co., Cincinnati, O.; Barber & Bro., Birmingham, Ala.; J. Steckler Seed Co., New Orleans, La.; Alexander Seed Co., Augusta, Ga.; Southern Poultry Supply Co., Washington, D. C.; Belmont Farm, Smyrna, Ga.; G. B. Benedict, Elizabeth, N. J.; A. D. Woods & Sons, Louisville, Ky.; R. W. Davidson & Co., Mobile, Ala.; H. G. Hastings & Co., Atlanta, Ga.; Waggoner & Bro., Johnsonville, Tenn.; Norton Poultry Farm, Dallas, Tex.; W. A. Houghston, Tuscaloosa, Ala.; E. S. Brown, Tampa, Fla.; Southwestern Seed Co., Fayetteville, Ark.; Ferd Staffel, San Antonio, Tex.; A. H. Soekland Stuttgart, Ark.; D. T. Hargraves & Co., Helena, Ark.; Hausgen & Fulton Co., Anchorage, Ky.; The Styles Co., Oklahoma City, Okla.; Wm Elliot & Sons, New York City, N. Y.; Joseph Breck & Sons, Boston, Mass.; Cherry Hill Poultry Farm, Columbia, La.; Richart & Schulte, Houston, Tex. **EGGS! EGGS!** We have 1000 high grade White and Brown Leghorn Hens and to get your name will send two settings for \$1. We do this to send you our Catalogue. Only two settings sold to any one party. Eggs sold at all times of the year. **W. F. CHAMBERLAIN, "The Perfect Chick Feed Man," St. Louis, Mo.**